

## Message Text

UNCLASSIFIED

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10/21

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-07 INR-07 LAB-04 NSAE-00

PA-02 SIL-01 USIA-15 PRS-01 /050 W

----- 104066

R 281502Z MAY 75

FM AMEMBASSY BELGRADE

TO AMEMBASSY PARIS

INFO USDOC WAPSHDC

SECSTATE WASHDC 2934

UNCLAS BELGRADE 2636

C O R R E C T E D C O P Y F O R M R N 2636 V I C E 3636

E.O. 11652: N/A

TAGS: BEXP, EAIR, FR, YO

SUBJ: PARIS AIR SHOW: PROMOTIONAL EFFORT

REF : A. PARIS 13044 B. BELGRADE 1685

1. EMBASSY PREPARED SERBO-CROATIAN TRANSLATION OF PROMOTIONAL LETTER WHICH WAS SENT IN MID-APRIL TOGETHER WITH INVITATION/ENTRY CARD AND BROCHURE TO 113 AGENTS AND POTENTIAL END-USERS. OUR MAILING INCLUDED THE 73 ENTRIES ON USDOC COMPUTER PRINTOUT PLUS 40 ADDITIONAL KEY AND PREFERRED CONTACTS DEVELOPED DURING COURSE OF POST MARKET RESEARCH ON SALES POTENTIAL IN YUGOSLAVIA FOR AVIONICS AND GROUND SUPPORT EQUIPMENT.

2. SPECIAL PROMOTIONAL FOLDER HAS BEEN SENT TO 18 OF THE MOST IMPORTANT DECISION-MAKERS AND AGENTS. DEFENSE ATTACHE HAS PROVIDED ADDITIONAL COPIES TO KEY CONTACTS IN YUGOSLAV DEFENSE ESTABLISHMENTS.

3. AS REPORTED REFTEL (B) YUGOSLAV GOVERNMENT RESTRICTS USE OF RESPONSE CARDS AND THEY WERE NOT INCLUDED IN MAILING. WITH TELEPHONE CALL WE HAVE CONFIRMED RECEIPT OF OUR MAILING AND VERIFIED THE GOOD INTERESTS THAT EXIST IN U.S. EXHIBIT. THE UNCLASSIFIED

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PRIME PROSPECT FROM OUT STANDPOINT IS THE YUGOSLAV CIVIL AIR

ADMINISTRATION (CAA) WHICH WILL BE PRINCIPAL DECISION-MAKER  
IN YUGOSLAVIA'S PLANNED MAJOR EXPANSION OF TRAFFIC CONTROL  
AND RADAR SYSTEM. CHIEF OF CAA TECHNICAL DIVISION KITANOVIC STATES  
HE WILL DEFINITELY VISIT U.S. EXHIBIT AND THAT  
DIRECTOR GENERAL CURGUS MAY ALSO ATTEND.  
SILBERMAN  
UNQUOTE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, AIR SHOWS, EXHIBITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BELGRA02636  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750187-0842  
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**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750511/aaaaajdu.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 PARIS 13044, 75 BELGRADE 1685  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 05 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <05 AUG 2003 by SilvaL0>; APPROVED <23 JAN 2004 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PARIS AIR SHOW: PROMOTIONAL EFFORT  
**TAGS:** BEXP, EAIR, FR, YO, US  
**To:** PARIS  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006